



The Leading National
Telepsychiatry Service Provider

Scott Baker, MBA

Business Innovations Manager

sbaker@in-sight.net

443.783.1832

www.InSightTelepsychiatry.com

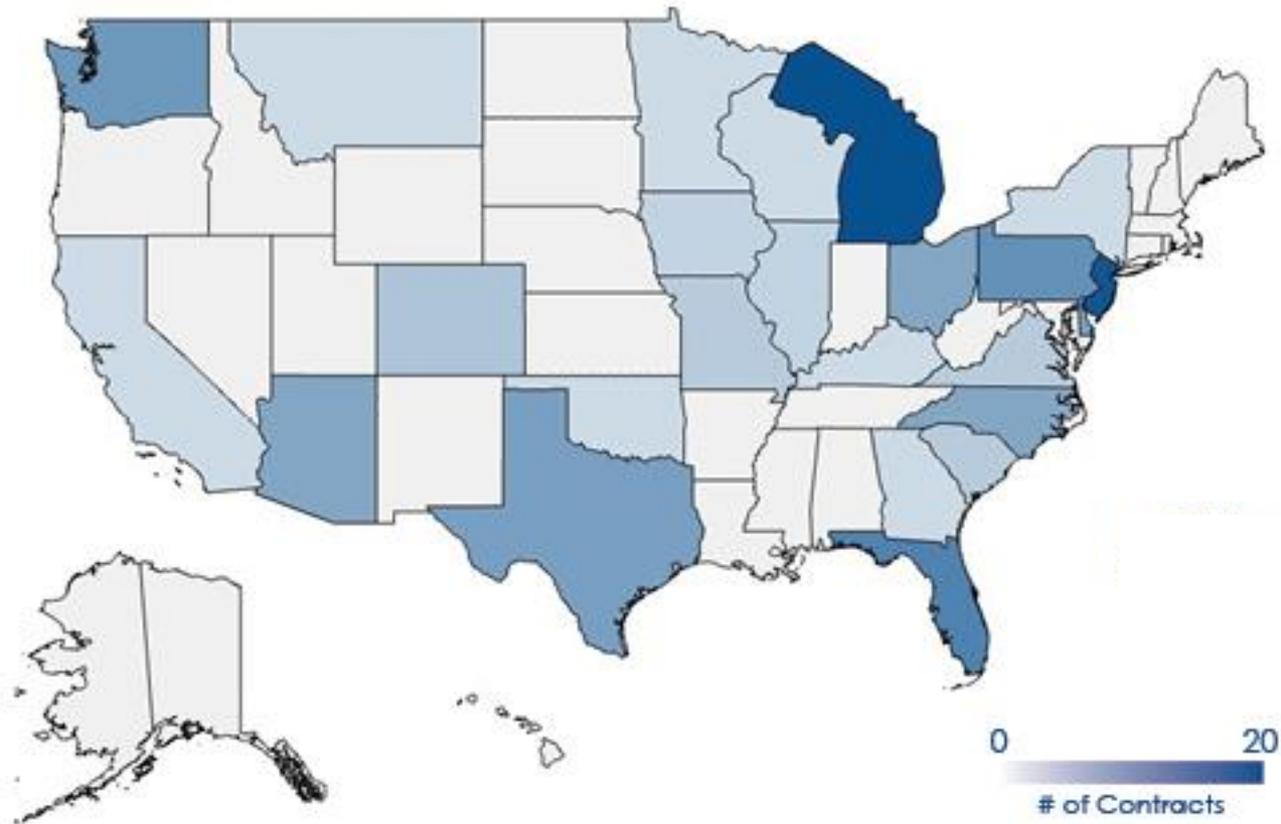


- InSight Telepsychiatry is the telemedicine arm of the CFG Health Network
- Headquartered in New Jersey
- 17+ years of telepsychiatry experience
- Provides services in 25 states in nearly all settings
- Employs over 220 psychiatric prescribers
- Mission: Transform access to behavioral health care through innovative applications of technology

INSIGHT

MAY 2016

Contract Locations





Benefits of Telepsychiatry



Increased Access to Providers

- “96% of counties in the US has unmet need for prescribers.”¹
- **Access psychiatrists and other specialists who may not be local**





Settings for InSight's Telebehavioral Health Programs

- Outpatient Clinics
- In-home
- Primary Care Offices
- Emergency Departments
- Hospital Medical Floors
- Inpatient Units
- Urgent Care Centers
- Mobile Health Clinics
- CMHCs
- FQHCs
- ACT Programs
- Residential Programs
- Schools
- Corrections
- Skilled Nursing





Our Providers

- **225+ InSight Providers**
 - Employed Psych NPs and Psychiatrists
- **200+ Inpathy Providers**
 - Independent and Contract Psychiatrists, NPs, Psychologists, Counselors & Therapists
- **Rapidly Growing Team**



InSight's Providers



Employed by InSight

Designated Team of Licensed Providers who are Credentialed and Privileged with Your Organization and Join Your Medical Staff

Serve under the direction of an InSight Associate Medical Director

Recruited from a National Pool of Providers

Trained In Best Practices for Telepsychiatry

Participate in Regular Engagement and Education Programs



InSight Divisions

On-Demand Services

**Available 24/7/365
as needed**

Serve EDs, crisis center, mobile crisis unit, corrections, etc.

Assessment, consultation,
follow-up



**Available at convenient
times including nights
and weekends**

Direct-to-consumer model that can
be accessed from home or another
private space

Therapy, counseling,
medication management

Scheduled Services

**Available in scheduled
blocks of time**

Serve outpatient, CMHCs, ACT
programs, schools, etc.

Assessment, medication
management, treatment team
meetings, consultation, supervision



Consult Vs. Treatment Models

- Both categories are applications of telemedicine
- **Consult Models:** remote providers gives second opinion
- **Treatment Models:** remote provider takes ownership of a consumer



On-Demand Services

Rapid, on-demand access to a psychiatric professional



**Psychiatric
Assessments**



**Admission
and
Commitment
Decisions**



**Consults and
Orders**



Rounding



Referrals



Scheduled Services

Remote providers can be used to complete most tasks that an onsite provider would



**Initial
Assessments**



**Treatment
Team
Meetings**



**Medication
Management**



**Consults
and Orders**



INPATHY[®]

In-Home Care Model



- Referral option
- HIPAA-compliant
- Convenient, private and secure sessions
- Night and weekend appointments from home
- Growing number of payers covering in-home care
- Platform for connecting to InSight's provider network

Factors that Impact our Ability to Provide Services



Reimbursement

- Medicare restrictions based on location
 - Use: Medicare Telehealth Payment Eligibility Analyzer
- 35 states have laws that govern private payer coverage
- 48 states and DC provide Medicaid FFS reimbursement



Licensure

- Still need a license in the state where the consumer is physically located
- Interstate Medical Licensure Compact
- APRN Compact
- Federal government/VA/military are positive examples of interstate practice



Credentialing

- Lots of bureaucracy to be credentialed at multiple sites
- Same process over and over again for providers
- Outdated bylaws and medical affairs processes
 - PPD, proximity, etc.
- Low utilization of proxy credentialing
 - JCAHO regulation and CMS Regulation fears



Scope of Practice

- Online prescribing
- Location restrictions
- Level of provider restrictions
- Informed consent
- Documentation and information sharing



What's next?

- Care across the continuum
- Integration with devices and remote patient monitoring
- Better leverage engagement and education tools
- Robust clinical outcomes tracking and benchmarking